

Message Text

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ORIGIN EB-07

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DRAFTED BY EB/AN:WBCOBB:TP

APPROVED BY EB/OA:MHSTYLES

CAB - MR. HORNEMAN

EA/TB - MR. KLEMSTINE

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R 111816Z FEB 75

FM SECSTATE WASHDC

TO AMEMBASSY BANGKOK

C O N F I D E N T I A L STATE 030848

E.O. 11652: GDS

TAGS: EAIR, TH

SUBJECT: CIVAIR - BILATERAL NEGOTIATIONS

REF: BANGKOK 2082

1. DEPARTMENT IS GRATIFIED THAT EMBASSY WAS ABLE TO PRESENT OUR EXPLANATION REGARDING NEED TO POSTPONE TALKS IN A MANNER WHICH AT LEAST FOR THE MOMENT HAS NOT GIVEN RISE TO ADDITIONAL CIVAIR ISSUES.

2. DEPARTMENT IS GIVING FURTHER STUDY TO US POSITION IN LIGHT EMBASSY'S VIEWS REGARDING DESIRABILITY OF POSTPONING TALKS UNLESS US PREPARED MEET THAI DEMANDS FOR NEW ROUTE AUTHORITY. AS A MINIMUM, WE ASSUME THAI DEMANDS WOULD INCLUDE CONCESSIONS WE INDICATED IN OCTOBER WE MIGHT BE ABLE TO GRANT IN AN OTHERWISE SATISFACTORY PACKAGE PLUS JAPAN - GUAM RIGHTS AND POSSIBLY EVEN ACCESS TO ADDITIONAL US POINTS. AMBASSADOR'S ASSESSMENT AS EXPRESSED IN LETTER OF JANUARY 23 ALSO BEING TAKEN INTO ACCOUNT.

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3. CAB CONTINUES TO VIEW NEGATIVELY USG GRANT OF JAPAN -

GUAM RIGHTS EVEN AS FALLBACK POSITION IN RESUMED NEGOTIATIONS. THIS POSITION IS REINFORCED BY QUESTION AS TO HOW THAI CARRIER MAY EVENTUALLY OPERATE IN THE PACIFIC IF THAI

CARRIERS MERGE, BY UNCERTAINTY AS TO WHAT ADDITIONAL

DEMANDS RTG NEGOTIATORS MAY MAKE EVEN IF USG WERE TO AGREE CONDITIONALLY TO JAPAN - GUAM RIGHTS, AND BY UNSAVORY REPUTATION THAI CARRIERS HAVE FOR REBATING AND DISCOUNTING TICKET SALES. CLEARLY NEGOTIATING HISTORY AND PAST OPERATIONAL PATTERNS PROVIDE SUPPORT FOR THESE CONCERNS. DEPARTMENT, ON THE BASIS OF PRESENT INFORMATION, MOST HESITANT TO OVER-RIDE CAB VIEWS AT THIS STAGE. PAN AM FOR ITS PART RELUCTANTLY PREPARED TO TRY TO LIVE WITH THE ANTICIPATED CONSEQUENCES OF NOT RETURNING TO THE NEGOTIATING TABLE, AND HAS SO STATED IN A FORMAL LETTER TO CAB.

4. WE ARE THEREFORE LEANING TOWARD CONCLUSION THAT BEST NEXT STEP MIGHT BE TO INFORM THE THAI EVENTUALLY THAT UNLESS THE RTG IS PREPARED TO TAKE A MORE FLEXIBLE AND ACCOMMODATING STANCE AND NEGOTIATE ON THE BASIS OF MUTUAL CONCESSIONS WHICH TAKE INTO ACCOUNT US INTERESTS, THE USG MUST CONCLUDE THAT NO MEANINGFUL PROGRESS CAN BE ACHIEVED IN A FURTHER NEGOTIATING SESSION AT THIS TIME. WE DO NOT PLAN COMMUNICATE OUR POSITION FOR THE TIME BEING BUT WOULD WAIT UNTIL THAI MAKE PROPOSALS FOR NEW TALKS. WOULD APPRECIATE BENEFIT OF EMBASSY ASSESSMENT AND AMBASSADOR'S PERSONAL INSIGHTS PRIOR TO REACHING FINAL DECISION.

5. RE PAN AM'S SUMMER SHCHEDULE, DEPARTMENT UNDERSTANDS THAT IN THE PAST SCHEDULES HAVE BEEN FILED DIRECT BY CARRIERS WITHOUT EMBASSY ASSISTANCE. IF IT COULD ENHANCE CHANCES OF ACCEPTANCE, WE WOULD BE PREPARED AUTHORIZE EMBASSY TO SUBMIT THEM. YOUR COMMENTS ON THIS POINT WOULD ALSO BE HELPFUL. INGERSOLL

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